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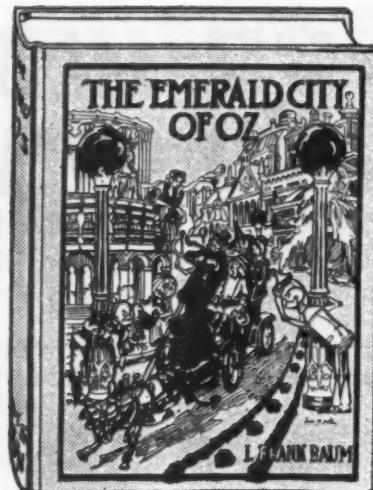
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“OZ”  
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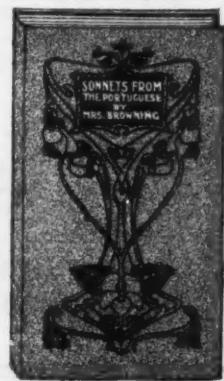
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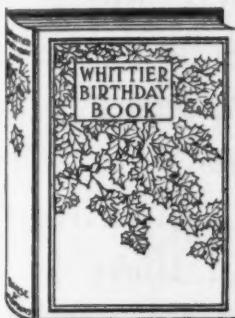
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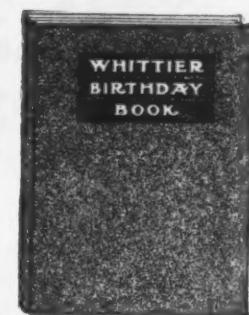
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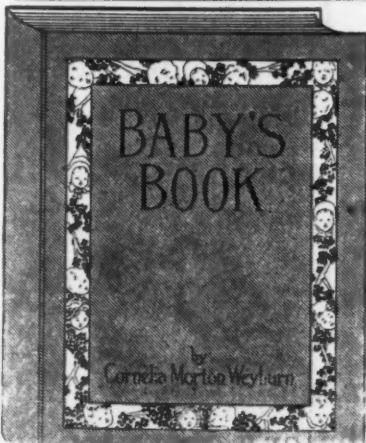


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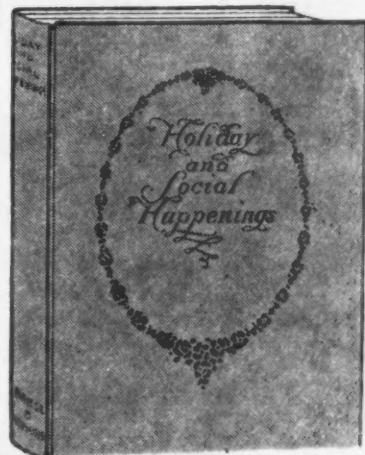
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# The Publishers' Weekly

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One page.....	\$25 00
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*Higher rates are charged for the Annual Summary Number, Summer Number, Educational Number and Christmas Bookshelf.*

*Under "Books for Sale," or for other small un-displayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line. See under "Books Wanted" for special rates to subscribers.*

*Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.*

PUBLICATION OFFICE, 298 BROADWAY, P. O. Box, 943, N. Y.  
 R. R. BOWKER, Editor and Publisher.

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## NOTES IN SEASON.

DODD, MEAD & CO. already announce repeat orders on Beth Hillis's historical novel of Jacobite times, "The Girl Who Won." It is illustrated in color by the Kinneys, and may be unreservedly recommended for hammock and veranda reading.

LAIRD & LEE, Chicago, have just ready "The Soul of a Serf," by J. Breckenridge Ellis. This is a romance of love and valor which goes back to the days of the Saxons for its characters and setting, and tells of the love of Usfrey, the serf, for Cuthberga, a beautiful girl, far above him, and how he finally won fame and his lady's love.

HARPER & BROTHERS published last week a new Mark Twain book, "Mark Twain's Speeches," a careful collection of his earlier humorous lectures, to which are added a

number of addresses delivered in recent years on important occasions. There is a characteristic preface by Mark Twain himself, and W. D. Howells has written an introduction to the volume.

REILLY & BRITTON CO. will have ready August 1 a new "Oz" book, in which under the title of "The Emerald City of Oz" L. Frank Baum again assembles all the old favorite characters of the children and introduces many new ones, so that his latest book collects a great party of people all made real in John R. Neill's pictures, without doubt the best work of his career.

MOTORISTS who make long trips, and even those whose journeys do not take them out of their own States, will find in Twyman O. Abbott's "Road Rights of Motorists" (Outing Publishing Co.) much indispensable information. The rules of the road contain in full the law and custom touching direction of travel, speed, responsibility for accidents, etc., then follow the motor vehicle statutes of all the States in alphabetical order.

THIS has been a busy season for the woman novelist. Of the six best sellers throughout the United States, as reported in the last number of *The Bookman*, four are by women, namely: "By Inheritance," an American story with a southern background, by Octave Thanet (Miss Alice French); "The Kingdom of Slender Swords," a Japanese tale by Hallie Erminie Rives; "Lady Merton, Colonist," Mrs. Humphry Ward's new book, and "The Rosary." It is not often that the men novelists are so "outsold" by the opposite sex.

GEORGE H. DORAN COMPANY have just ready Mrs. Baillie Reynolds's "Out of the Night," a story of English life in which the heroine makes a somewhat sensational arrival, announcing that she is from America and has lost her way in the rain and dark of a stormy night. The girl discovers her aunt, an unexpected inheritance, and also that the man she thought the villain is really the hero of her story. In "Fair America," by Katharine R. Crowell, is told the history of America for young people. To illustrate the succession of events a series of map-charts has been prepared giving a pictorial history of advance from 1513 to 1910.

J. B. LIPPINCOTT COMPANY call the special attention of the trade this week in the advertising pages of the WEEKLY to the Standard Juveniles, making, as well, a brief announcement of the new titles and new editions in preparation for fall publication. While there will be no reprint of a George MacDonald story this year, there will be a new edition of Ouida's "Bimbi Stories for Children," as well as an illustrated edition of Jean Ingelow's fairy-tale classic, "Mopsa, the Fairy." Both of these stories are uniform with the holiday editions of the MacDonald book. John Kendrick Bangs's latest story, "Mollie and the Unwiseman Abroad," is already assured of a large sale. Many colored illustrations by Grace G. Wiederseim add much to the attractiveness and humor of the volume.

## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. All books sent, unless of slight importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., oblong, narrow, designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

**Abbott, Twyman Osmand.** Road rights of motorists; containing the rules of the road and the automobile laws of all states. N. Y., Outing Pub., 1910. c. 457 p. D. cl., \$1.50 net.

By the author of "Automobile law for motorists." The general rules of the road contain in full the law and the custom touching direction of travel, speed, responsibility for accident, etc. Then follow the motor vehicle statutes of all the states in alphabetical order. Index.

**American Bankers' Association.** Forms for trust companies; selected and arranged by a committee of the Trust Company Section, American Bankers' Association, from forms in use by trust companies of the United States; committee: Jos. N. Babcock, C: L. Mosher, G: H. Stuart, 3d, Philip S. Babcock. [N. Y., Amer. Bankers' Assoc.] 1910. c. 4+140 p. forms, 4°, \$20.

**Avery, Elroy McKendree.** History of the United States and its people; from their earliest records to the present time. In 15 v. v. 7. Cleveland, O., Burrows Bros., [1910.] il. 8°, subs., cl., \$6.25 net; hf. lev., \$12.50 net; lev., \$17.50 net.

**Ayer, Mary Farwell.** Early days on Boston common; with many il. after old prints. Bost., M. F. Ayer, 1910. c. 7+78 p. pls. map, plans, 4°, \$4. (250 copies.)

**Beard, C: Austin.** American government and politics. N. Y., Macmillan, 1910. c. 8+772 p. D. cl., \$2.10 net.

The object of this book is to furnish college students and citizens wishing a general survey of our political system with a text which shall not be too elementary nor yet too technical. The subject is treated under three large divisions and a number of smaller ones, 1, historical foundations, 2, the federal government, and 3, state government. Bibliography (5 p.). Index.

**Beers, H: Augustin.** The ways of Yale in the consulship of Plancus. New and further enl. ed.; with 2 illustrations. N. Y., Holt, 1910. c. 10+394 p. S. cl., \$1.20 net.

The new matter incorporated in the volume comes under the titles "Greek," "A college antiquary," "The rout of the monodramatist," "New Haven," "In Latin prose recitation," "Triennial pome," "A shades," and "Nunc dimittis." By the author of "A suburban pastoral," etc.

**Bell, C: Erle, comp.** Everyday freight rules and tariff manual applicable to interstate traffic. Atlanta, Ga., C: E. Bell, 1910. c. 81 p. 4°, \$1.

**Björklund, Gustaf.** Death and resurrection; from the point of view of the cell-theory; tr. from the Swedish by J. E. Fries. Chic., Open Court, 1910. c. 19+205 p. por. D. cl., \$1.

An able translation of one of Sweden's most remarkable and interesting contributions to contemporary philosophy. A book of interest to anyone interested in the soul and its immortality by a scientific thinker on the question, "if a man die shall

he live again?" Other books by the same author: "Peace and disarmament" and the "Significance of segmentation in the organic world." Index.

**Bradford, Morgan, jr., and Wells, A. Wade.** How to become a detective. Wash., D. C., Globe Printing Co., [1910.] c. 57 p. 8°, \$2.

**Brawley, B:** Griffith. The negro in literature and art. [Atlanta, Ga., B: G. Brawley, 1910.] c. 60 p. 12°, 50 c. List of books (4 p.).

**Bremner, O. E.** Destructive insects and their control. Sacramento, Cal., State Horticultural Commission, 1910. 39 p. il. diagrs., O. pap., gratis.

**Bronson, Wa. Cochrane.** English poems; selected and ed., with illustrative and explanatory notes and bibliographies; Old English and Middle English periods, 1450-1550. In 4 v. v. 1. Chic., Univ. of Chic. Press, 1910. c. 10+417 p. D. cl., school ed., \$1 net; library ed., \$1.50 net. For notice of the whole series see "Weekly Record," P. W., Sept. 4, '09, [504.]

**Calkins, Mary Whiton.** A first book in psychology. N. Y., Macmillan, 1910. c. 16+419 p. D. cl., \$1.90 net.

Author is professor of philosophy and psychology, Wellesley College. The attitude Miss Calkins takes toward her subject is that psychology is first and foremost a study of conscious selves rather than a study of ideas. While not denying the latter she says she "questions the significance and the adequacy and deprecates the abstractness of the science thus conceived," and therefore excludes that treatment of it. Appendixes treat of the will, abnormal psychology, questions for review, etc. Bibliographies. Index.

**Canoes and canoeing;** paddling, sailing, cruising and racing canoes, and their uses; with hints on rig and management, etc. N. Y., Amer. Sports Pub. Co., [1910.] c. 47 p. il. por. 12°, (Spalding's athletic lib.) pap., 10 c.

**Caw, Ja. Lewis.** Raeburn; il. with 8 reproductions in colour. N. Y., Stokes, [1910.] 11+80 p. 8°, (Masterpieces in colour; ed. by T. L. Hare.) bds., 65 c. net; leath., \$1.50 net.

**Chaffers, W:** The collector's handbook to ceramics of the Renaissance and modern periods; selected from his larger work, entitled "The keramic gallery"; with 350 illustrations. N. Y., Scribner, 1909, [1910.] 21+316 p. 12°, \$1.50 net.

**Christie, Emerson B.** Mindanao the Subannas of Sindangan Bay. Manila, P. I., Bu. of Public Printing, [1910.] il. pls. \$1.25.

**Clemens, S: Langhorne,** ["Mark Twain," pseud.] Mark Twain's speeches; with an introd. by W: Dean Howells. N. Y., Har-

per, 1910. c. 5+433 p. front. por. D. cl., \$2 net.

These speeches contain some of Mark Twain's most characteristic work. Some of them were delivered forty years ago and are in his earliest vein, while later ones, such as the one at the Aldrich memorial meeting and that delivered at Oxford, show the mature thinker and accomplished speaker. Mr. Howells's introduction has a word to say as to the method and manner of delivery rather than the matter of the addresses.

**Coles-Finch, W:** Water, its origin and use. N. Y., Van Nostrand, [1910.] 504 p. pls. 8°, cl., \$5 net.

**Colville, W:** Wilberforce Juvenal. Glints of wisdom; or, helpful sayings for busy moments; being abstract from lectures with reflections, statements, meditations, and mottoes; an encyclopedia of psychological laws contained in an endless variety of subjects. N. Y., Macoy Pub. and Masonic Supply Co., [1910.] c. 159 p. 12°, 40 c.

**Cooley, Ja. H.** The welfare of the church; Rev. John Hiland and Uniontown [Rogers, O., Ja. H. Cooley, 1910.] c. 189 p. D. cl., 75 c.

Relates how John Hiland, after a youth of dissipation, reforms and becomes a minister in a small Ohio town. His successes and disappointments make the story.

**Corbett, Julian Stafford.** The campaign of Trafalgar; with charts and diagrams. N. Y., Longmans, Green, 1910. 16+473 p. O. cl., \$4.50 net.

This is the first book in English to treat of the Trafalgar campaign as both a military and naval campaign, instead of approaching it merely as the brilliant exploit of Nelson and his fleet. The author, who is lecturer in history to the Royal Naval War College, has spent much time in careful and exhaustive research, and his book, while still showing Nelson to be the first of admirals, brings out the importance of many other officers, particularly the military, who were engaged in this campaign. A schedule of signals made at Trafalgar is given in an appendix. Index.

**Creamer, E: S.** An epic of heaven and other poems. N. Y., Broadway Pub. Co., [1910.] 12°, \$1.

**Crispe, T: E:** Reminiscences of a K. C. Bost., Little, Brown, 1910. c. 327 p. 8°, cl., \$3.50 net.

**Crowell, Katharine Roney.** Fair America. N. Y., Doran, [1910.] c. 166 p. il. maps, F. cl., \$2 net.

A history of America for children, told like the thrilling story it is. The opportunity of a people in a new country, their achievements and the liberty which they gained are all recounted. An interesting feature is the series of pictorial maps or charts giving the history of the country from 1513-1910. A section is devoted to the different steps toward complete political liberty of the Anglo-Saxon race.

**Cunliffe, R: J:** A new Shakespearean dictionary. N. Y., Scribner, 1910. 12+342 p. 8°, \$2.50 net.

**Deshong, Maurice W.** Quoits; a game of skill, courage and endurance. N. Y., Amer. Sports Pub. Co., [1910.] c. 26 p. il. 12°, (Spalding's athletic lib.) pap., 10 c.

**De Vinne, Thdr. Low.** Notable printers of Italy during the fifteenth century; il. with facsimiles from early editions and with remarks on early and recent printing. N. Y.,

Grolier Club, 1910. c. 3-210 p. facsimis., pors. f°, \$15.  
Authorities (1 p.).

**Diary (The)** of an exiled nun; with a preface by François Coppée; an auth. translation. St. Louis, Herder, 1910. c. 11+293 p. 12°, \$1.

**Dickens, C:** Charles Dickens' A tale of two cities; ed., with notes and introd., by F: W: Roe. N. Y., Longmans, Green, 1910. c. 27+388 p. D. (Longmans' English classics.) cl., 25 c. net.

Editor is assistant professor of English in the University of Wisconsin. Bibliography (1½ p.).

**Du Bois, Patterson.** The fire builders; true tales of child character building. Cleveland, O., F. M. Barton Co., 1910. c. 49 p. D. bds., 35 c. net.

Two stories telling of failures and successes in the development of children's minds. The book gets its name from two attempts at starting a fire by a father and his sons; the first a failure, the second a success. The true conquest is the name of the other story. Other books by the author: "Culture of justice," "Chatwood," etc.

**Du Bois, W: E: Burghardt, ed.** Efforts for social betterment among negro Americans; report of a special study made at Atlanta University under the patronage of the trustees of the John F. Slater Fund; together with the proceedings of the 14th Annual Conference for the Study of Negro Problems, held at Atlanta University on Tuesday, May 24th, 1909. Atlanta, Ga., Atlanta University, 1909, [1910.] 136 p. O. (Atlanta University publs.) pap., 75 c.

A survey and report on the individual and collective efforts of negroes in America toward the social betterment of their race.

**Duffey, Arth. F., ed.** How to spr. it. N. Y., Amer. Sports Pub. Co., [1910.] c. 45 p. il. 12°, (Spalding's athletic lib.) pap., 10 c.

**Educational Settlement Committee, England.** Towards educational peace; a plan of re-settlement in English elementary education issued by the Executive Committee. N. Y., Longmans, Green, 1910. 59 p. Q. pap., 36 c. net.

The object of the committee is to formulate a plan for the management of public schools in England "to promote and maintain religious teaching as an integral part of the national system of education, and to work on non-party lines for an educational settlement which will respect all forms of conscientious belief."

**Eliot, C: W:** The future of trades-unionism and capitalism in a democracy; being the Larwill Lectures for 1909. N. Y., Putnam, 1910. c. 5+128 p. D. cl., \$1 net.

These lectures delivered by Dr. Eliot under the Larwill Foundation at Kenyon College present an analysis of one of the pressing industrial problems of the hour. The book contains a statement of the author's views on the subjects treated and suggests a solution, based on existing data, of what many consider a dangerous antagonism between two leading factors in the nation's industrial life.

**Ellis, Eliz.** The girl who won. N. Y., Dodd, Mead, 1910. c. 378 p. il. D. cl., \$1.50.

The scene is laid in England during the early days of William and Mary's reign when Jacobite plots were rife. Captain Douglas Tremayne obligingly consents to play highwayman and hold up the stern uncle pursuing an eloping couple on their way to Gretna Green. He stops the wrong coach and finds two women its only occupants. He is

seized, carried a prisoner to Aspdon Hall and stumbles upon a plot against King William. To secure the traitors without betraying the young mistress of the house, whom he loves, is the difficult task Tre-mayne sets himself, and the accomplishment of which makes a story of thrilling adventure.

**Ellis, J:** Breckenridge. The soul of a serf; a romance of love and valor among the Angles and Saxons. Chic., Laird & Lee, [1910.] c. 328 p. il. D. cl., Library ed., extra cl., \$1.50.

The serf is Ulfrey, who has long cherished a love for a lady of rank, Cuthberga, the ward of Lilla, who is unconscious of his existence. Cuthberga loves Lilla, and, stung by his promise that, should she consent, she should become the bride of a neighboring chief for the throwing of dice, Cuthberga says she will marry the first serf who comes along the path rather than abide by her guardian's decision. The fortunate man is Ulfrey, who thus attains his high ambitions, and, through many adventurous and dramatic scenes he wins his wife's love at last.

**Emery, Mrs. Bell Bowman.** Don'ts in bridge; the latest rules and penalties simplified and condensed. Rev. ed. N. Y., W.: R. Jenkins Co., [1910.] c. 36 p. col. il. T. cl., 75 c.

**Escher, Franklin.** Elements of foreign exchange; a foreign exchange primer. N. Y., Bankers Pub. Co., 1910. c. 8+160 p. 8°, \$1.

**Ferrero, Felice.** The Valley of Aosta; a descriptive and historical sketch of an Alpine valley noteworthy in story and in monument; with 39 il. and maps. N. Y., Putnam, 1910. c. 16+336 p. O. cl., \$2 net.

The beautiful valley that runs up into the Alps form a point not far north of Turin and finds an outlet into France on the west and into Switzerland over the St. Bernard Pass is the subject of this book by the brother of Prof. Guglielmo Ferrero. Wonderful scenery, scores of mediæval castles, and the finest Roman ruins outside Rome and Pompeii make this region one of great interest. The first part of the book deals with the valley as it is now, the second with the Roman era, and the third with the Middle Ages. Archæological and historical matter is included. Bibliography (5½ p.). Index.

**Fleming, Wa. Lynwood.** Jefferson Davis at West Point; reprinted from publications of the Mississippi Historical Society. Baton Rouge, La., Louisiana State Univ., [1910.] 28 p. O. (Louisiana State Univ. bull.) pap.

A paper telling of the four years, 1824-1828, which Jefferson Davis spent at West Point. Details of the course of study, uniforms and life are given. References in footnotes.

**Fleming, Wa. Lynwood.** The religious life of Jefferson Davis; reprinted from the *Methodist Review*. Baton Rouge, La., Louisiana State Univ., 1910. 18 p. O. (Louisiana State Univ. bull.) pap.

Author is professor of history, Louisiana State University. An article telling of the changes which took place in the attitude toward religion of the Confederate President. From indifference he turned to deep conviction, the church he joined being the Episcopal. References in footnotes.

**Flexner, Abraham.** Medical education in the United States and Canada; a report to the Carnegie Foundation for the advancement of teaching; with an introd. by H. S. Pritchett. [N. Y., Carnegie Foundation for the Advancement of Teaching, 1910.] c. 17+346 p. Q. pap.

This report on medical education forms the first of a series of papers on professional schools to be

issued by the Carnegie Foundation, working toward a standardizing of colleges and universities without the Foundation acting in any way as a standardizing agency. One hundred and fifty schools of all medical sects were visited in making the report, which covers a historical and general survey of medical education, laboratory branches, hospital and medical school courses of study, financial aspects and reports by states. Index.

**Forman, S:** Eagle. A history of the United States for schools. N. Y., Century Co., [1910.] c. 13+419 p. il. por. maps, 8°, \$1.

**Frayser, Nannie Lee.** Little prodigals. Cleveland, O., F. M. Barton Co., 1910. c. 55 p. D. bds., 35 c. net.

The story of two incorrigible pupils subdued by a conscientious, tactful teacher, who brought her religion as an important element in her success.

**Froehlich, Hugo B., and Snow, Bonnie E.** Progressive lessons in art education. In 8 v. N. Y., Prang Educational Co., 1909, [1910.] c. il., partly col., ea., 15 c.

**Furniss, Harry.** Book of Dickens illustrations; now published complete in one volume; first printed in fourteen volumes of Dickens' works by the same publisher. N. Y., J. T. Gleason, 1910. c. 15+192 pl. 12°, \$1.

**Gailor, T:** Fk., D.D. The Christian church and education; the Bedell Lectures, 1909. N. Y., T: Whittaker, Inc., [1910.] c. 104 p. D. cl., \$1 net.

The Bedell lectureship is established at the Theological Seminary of the Diocese of Ohio and Kenyon College. They are delivered biennially, on such subjects as are of importance for all religious denominations, but with especial reference to the Episcopalian. The author of this lecture is Bishop of Tennessee and he takes up the importance of religious teaching allied to educational training.

**Games (The)** of drawing room hockey, laws of Badminton, garden hockey, golf croquet, lawn hockey, wicket polo, tether ball, hand tennis, volley ball, basket goal, hand polo. N. Y., Amer. Sports Pub. Co., [1910.] c. 60 p. il. 12°, (Spalding's athletic lib.) pap., 10 c.

**Goldsborough, E. K., jr.** The dream adventures of Little Bill. N. Y., Broadway Pub. Co., [1910.] il. \$1.25.

**Greig, Ja. Weir.** The game of bowling on the green or lawn bowls. N. Y., Amer. Sports Pub. Co., [1910.] c. 41 p. il. pors. plan, 12°, (Spalding's athletic lib.) pap., 10 c.

**Gribble, F. H.:** The passions of the French romantics. N. Y., Scribner, [1910.] 4°, \$3.75 net.

**Griffith, Helen Sherman.** Letty and the twins. Phil., Penn Pub. Co., 1910. c. 307 p. front. pls. 12°, 60 c.

**Grillparzer, Franz.** König Ottokars Glück und Ende; trauerspiel in fünf aufzügen; ed., with introd. and notes, by Carl Edg. Eggert. N. Y., Holt, 1910. c. 55+184 p. pors. pl. map, D. cl., 60 c.

Editor is assistant professor of German, University of Michigan. Bibliography (2 p.).

**Grover, Nahum Wesley.** Catechetical Bible lessons. Chic., Winona Pub. Co., [1910.] c. '02, '04. 62 p. T. pap., 10 c. Designed for children from eight to twelve years

old. Most of the answers are Bible quotations brief enough to be easily memorized. Difficult words are defined at the foot of the page.

**Gulick, Sidney Lewis, D.D., and E: L.** Outline studies of the growth of the kingdom of God. Bost., Pilgrim Press, [1910.] c. 221 p. D. cl., 50 c. net.

Because the author believes that "no Christian can afford to be ignorant of the main steps by which the progress of Christianity has been made; that all should know the chief forms in which the Christian religion exists to-day, and the reasons why and how they have attained their present forms," this book is written. The growth of the kingdom is divided under these heads; Growth in understanding; in numbers; in practice; in influence. Bibliography (10 p.).

**Hall, Bp. Arth. Crawshay Alliston, D.D.** The apostolic ministry; a charge; delivered at the annual convention of the diocese, 1910; with notes and appendices. N. Y., Longmans, Green, 1910. 10+53 p. O. pap., 25 c.

The Bishop of Vermont in this charge states his belief as to the ordination of ministers. He considers it a divinely appointed ceremony and believes it absolutely necessary that the handing on of the ministerial commission be done by those who have duly received it.

**Hart, S:** Book of common prayer. Sewanee, Tenn., University Press, (Univ. of the South,) [1910.] c. 10+290 p. 12°, (Sewanee theological lib.) \$1.50.

**Harvey, Nathan Alb.** Mental ontogeny; the psychology of infancy, childhood and adolescence. Ypsilanti, Mich., Nathan A. Harvey, [1910.] c. 106 p. 8°, 50 c.

**Hatcher, W:** Eldridge. Along the trail of the friendly years. N. Y. and Chic., Revell, [1910.] c. 359 p. por. 8°, \$1.50.

**Hay, Marie.** A German Pompadour; being the true history of Wilhelmine von Gravenitz, Landhofmeisterin of Württemberg; a romance of the xviiiith century. N. Y., Scribner, [imported,] 1910. il. 8°, cl., \$1.50.

**Hayes, J:** Russell. In memory of Whittier: [poems.] Phil., Biddle Press, [1910.] 45 p. il. 12°, 50 c.

**Hazen, C:** Downer. Europe since 1815; with 14 colored maps. N. Y., Holt, 1910. c. 25+830 p. O. (American historical ser.) cl., \$3.

The professor of history in Smith College gives here a survey of European history since the fall of Napoleon I, and the reconstruction that immediately followed. The great tendencies of the past century, the transference of power from oligarchies to democracies, the building up of nations like Germany and Italy and the Balkans which was the product of a long train of events, all these things are developed and their interdependence shown. Bibliography (35 p.). Index.

**Hinckley, G:** Wa. Some Good Will boys. Hinckley, Me., Good Will Pub. Co., [1910.] c. 139 p. front. por. 12°, 75 c.

Contents: My boy detective; How Dick Dolliver came back; How Tommy Orcutt turned out; Bills, Beckley and Bunnycroft; A dinner with contentment; Tommy Sinclair's breeches; Daniel Alexander McDonald.

**International (The)** accountants' manual; or, twentieth century bookkeeping and business practice. Detroit, Business Man's Pub. Co., Ltd., 1910. c. 14+584 p. il. 4°, \$3.

**Jay, Allen.** Autobiography of Allen Jay; born 1831, died 1910. Phil., Winston, [1910.] c. 421 p. il. por. O. cl., \$1.50 net. Allen Jay was a prominent member of the Society of Friends and in writing the story of his life he gives the history of his sect for the past fifty years. Many personal incidents and sketches of the prominent men and women who have been active in important movements of the Quakers are to be found in the book. Mr. Jay was born in Ohio in 1831 and died at Richmond, Ind., in 1910.

**Jenny's bird house.** Bost., C. M. Clark, [1910.] il. \$1.

**Johnson, G:** Sands. "Ballads of the season." N. Y., Aberdeen Pub. Co., [1910.] \$1.50.

**Johnston, Alex.** History of American politics; rev. and enl. by W. M. Sloane, continued by Winthrop More Daniels. N. Y., Holt, 1910. c. 14+445 p. S. (Handbook for students and general readers.) cl., 90 c. Authorities (2½ p.).

**Jones, C: H:** The life and public services of J. Glancy Jones. 2 v. Phil., Lippincott, [1910.] 400 p. por. 8°, buckram, \$7.50 net.

**Jordan, Rudolf, jr.** Gait of American trotter and pacer. N. Y., W. R. Jenkins Co., 1910. c. 324 p. 8°, hf. cl., \$3.50.

**Kelly, Myra I,** [Mrs. Allan Macnaughton.] The American public school as a factor in international conciliation. N. Y., Amer. Assoc. for International Conciliation, 1909, [1910.] 11 p. 12°, (Amer. Assoc. International Conciliation publications.) gratis.

**Kern, J:** Adam. A study of Christianity as organized, its ideas and forms. Nashville, Tenn., Pub. House of the M. E. Church, South, (Smith & Lamar, Agts.,) 1910. c. 31+572 p. 8°, \$2.50.

**Leblanc, Maurice.** The extraordinary adventures of Arsene Lupin, gentleman burglar; preface by Jules Claretie; tr. by Olive Harper. N. Y., J. S. Ogilvie, [1910.] c. 256 p. 12°, 75 c.

**Legge, E:** The Empress Eugenie, 1870-1910; Her Majesty's life since "The Terrible Year," together with the statement of her case; the Emperor's own story of Sedan; an account of his exile and last days, and reminiscences of the Prince Imperial from authentic sources. N. Y., Scribner, [1910.] 13+409 p. il. facsim. letters, 8°, \$2 net.

**Lewis, Abram Herbert.** Spiritual Sabbathism. Plainfield, N. J., Amer. Sabbath Tract Soc., 1910. c. 16+223 p. por. 8°, \$1.50.

**Lindsay, Flora Alice.** A glimpse of love; or, the doctor's wooing. Seattle, Wash., Lindsay Pub. Co., 412-414 People's Bank Bldg., 1910. c. 7+150 p. por. 16°, 60 c.

**Love, E. L.** A trip to the unknown, and other poems. N. Y., Cochrane Pub. Co., 1909, [1910.] c. 59 p. 12°, 75 c.

**Loyola, Mother Mary.** Heavenwards; ed. by Father Thurston. N. Y., P. J. Kennedy & Sons, [1910.] 15+292 p. il. 12°, \$1.25 net. Papers on religious and scriptural themes.

**Macaulay, T:** Babington, Lord. Macaulay's essay on Lord Clive; ed., with notes and an

introd., by Preston C. Farrar. N. Y., Longmans, Green, 1910. c. 44+135 p. map, D. (Longmans' English classics.) cl., 25 c. net.  
Editor is head of Department of English, Erasmus Hall High School, Brooklyn, N. Y. Bibliography (2 p.).

**Macaulay, T:** Babington, *Lord*. Macaulay's essay on Warren Hastings; ed., with notes and introd., by S: M. Tucker. N. Y., Longmans, Green, 1910. c. 38+176 p. map, D. (Longmans' English classics.) cl., 25 c. net.  
Editor is professor of English and dean of the Florida State College for Women. Bibliography (1 p.).

**Macbeth, Madge.** The winning game. N. Y., Broadway Pub. Co., [1910.] 12°, \$1.50.

**McCutcheon, J:** Tinney. T. R. in cartoons. Chic., McClurg, 1910. c. no paging, il. Q. pap., 75 c. net.  
These cartoons of Mr. Roosevelt originally appeared in the *Chicago Tribune*, for which paper Mr. McCutcheon draws. They show that the artist has his finger on the public pulse and the drawings are clever and amusing. The collection was issued, June 18, the day of Mr. Roosevelt's return to America.

**McDermott, Laura Frances.** An illustrated key to the North American species of trifolium. San Francisco, Cal., Cunningham, Curtiss & Welch, 1910. 325 p. il. 8°, cl., \$4.

**MacLean, Annie Marion.** Wage-earning women; introd. by Grace H. Dodge. N. Y., Macmillan, 1910. c. 15+202 p. tab., D. (Citizens lib.; ed. by R: T. Ely.) cl., \$1.25 net.  
The investigation of which this book is the outcome was undertaken for the National Board of the Young Women's Christian Associations; Miss Grace Dodge, who writes the introduction, is president of the Board. Dr. MacLean is professor of sociology in Adelphi College, Brooklyn, N. Y., and with 40 assistants gathered the material in 400 establishments employing 135,000 women in more than a score of cities from coast to coast of our country. Bibliography (8½ p.). Index.

**Maid of moods; a story of the great woods of Maine.** Bost., C. M. Clark, [1910.] \$1.50.

**Manual of statistics:** Stock Exchange handbook, 1910; 32d annual issue; railroad securities, industrial securities, government securities, Stock Exchange quotations, mining, grain and provisions, cotton, money, bank and trust companies. N. Y., Manual of Statistics Co., 1910. maps, 8°, \$5.

**Merrell, E:** Huntington. The person of Christ; being a consideration of the homiletic value of the Biblical view of the nature of that person. Oberlin, O., Bibliotheca Sacra Co., 1910. c. 12+175 p. 12°, 90 c.

**Meyer, F. W.** Rock and water gardens; their making and planting; with chapters on wall and health gardening; ed. by E. T. Cook. N. Y., Scribner, [imported, 1910.] 8°, (Country Life lib.) \$2.

**Miller, Cincinnatus Heine, ["Joaquin Miller," pseud.] Poems. Bear ed. In 6 v. v. 6, Poetic plays. San Francisco, Whitaker & Ray-Wiggin Co., 1910. c. 7+244 p. D. bds., \$1.25 net; de luxe ed., \$5 net.**

**Mitchel, Ja. S.** Weight throwing. N. Y., Amer. Sports Pub. Co., [1910.] c. 39 p. il. 12°, (Spalding's athletic lib.) pap., 10 c.

**Mitchell, J: Ames.** Dr. Thorne's idea; originally published as "Gloria Victis"; il. by Balfour Ker. N. Y., Life Pub. Co., 1910. c. 244 p. D. cl., \$1 net.  
Dr. Thorne was a pastor full of ideals and devoted love to all mankind. The young hero had inherited many unmoral characteristics from father and mother, but "Dr. Thorne's idea" of underlying good in everybody brought him around to a good life and a good woman helped to make a man of him.

**Mole, Marion.** Vera of the strong heart. N. Y., Putnam, 1910. c. 309 p. D. cl., \$1.25.  
This story of modern English life was given second place in the Melrose Novel Competition, "A marriage under the Terror" winning first. It tells of a titled family who for generations have been rakes, and now is represented by Lord Carshalton, a dissipated wreck of a man, his gentle, vague wife, and his twin sons, both utterly unprincipled and knowing no love except for themselves and each other. Vera is a fine, strong girl, who marries one of the twins, who is lame; the other marries a sort of butterfly girl. Misery and tragedy are the keynotes of the lives of all of them.

**Myers, G: W.; and others.** Second-year mathematics for secondary schools. Chic., Univ. of Chic. Press, 1910. c. 14+282 p. figs. D. (Univ. of Chicago mathematical ser.; ed. by Eliakim Hastings Moore, School of Education manuals, secondary texts.) cl., \$1.50 net.  
In this book plane geometry is fully covered. It begins with constructive and inductive geometry and passes rapidly to demonstrative geometry, employing for a time the half-experimental method of superposition. Mr. Myers is professor of teaching of mathematics and astronomy, College of Education, University of Chicago. He has been assisted by instructors in the University High School.

**Myers, Gustavus.** History of the great American fortunes. v. 3, Great fortunes from railroads (continued). Chic., Kerr, 1910. c. 413 p. il. D. cl., \$1.50.  
For notice of the whole work see "Weekly Record," P. W., Dec. 18, '09, [1908.] Index.

**Nichols, Alfr. Bull, comp.** An easy German reader; with vocabulary. N. Y., Holt, 1910. c. 5+161 p. D. cl., 40 c.  
Book is designed for practice in reading at sight and the vocabulary and syntax are simple. Mr. Nichols is professor of German, Simmons College, Boston.

**Noguchi, Yone.** From the Eastern Sea. N. Y., Kennerley, 1910. c. 70 p. 8°, pap., \$1 net.

**Northrop, H:** Davenport. The model speaker and reciter; being a standard work on composition and oratory; together with a peerless collection of readings and recitations. [Phil., G: W. Bertron, 1910.] c. 17+254 p. il. pls. 4°, \$1.

**Noyes, Parker Jewett.** Why Dr. Dobson became a quack. N. Y., Cochrane Pub. Co., [1910.] 280 p. 12°, \$1.50.

**Oliver, C: Alex.** Helps for leaders of teacher training classes using "Preparation for

teaching." Phil., Westminster Press, 1910. c. 63 p. S. pap., 10 c.

A little book of suggestions for leaders of training classes for Sunday-school teachers. The lesson suggestions give references to books useful as helps.

**Orton, G: W., ed.** Athletic training for school boys. N. Y., Amer. Sports Pub. Co., [1910.] c. 96 p. il. por. 12°, (Spalding's athletic lib.) pap., 10 c.

**Parkman, Fs.** Francis Parkman's The Oregon trail; ed., with notes and introd., by Ottis B. Sperlin. N. Y., Longmans, Green, 1910. c. 19+363 p. D. (Longmans' English classics.) cl., 25 c. net.  
Editor is head of the Department of English, Tacoma High School, Tacoma, Wash. Bibliography (1 p.).

**Phillips, W: H.** Pathfinder to Greylock Mountain, the Berkshire Hills and historic Bennington; maps showing roads, street railways and Greylock summit. Amherst, Mass., W: H. Phillips, 1910. c. 139 p. il. por. fold. maps, O. pap., 50 c.; cl., \$1.  
A careful, intelligent and loving tribute to a region of exceptional beauty and charm. Greylock mountain summit and reservation is treated both in its history and present aspects. The reader is told how to get to Greylock from all sides, what he will find there, and how best to see it.

**Raphael, Alice P.** The fulfillment; with a front. from an etching by W. D. Steele. N. Y., Sturgis & Walton, 1910. c. 345 p. D. cl., \$1.50.  
A young woman married to an elderly Russian count is seized with the modern unrest. She has artistic ambitions and leaves St. Petersburg, her husband and her son for Paris and a studio. The story goes on to the second generation, the past rises from oblivion and a little drama is unrolled that drives home some rather old-fashioned morals.

**Raymond, Mrs. Evelyn Hunt, [Mrs. J: Bradford Raymond.]** Dorothy at Oak Knowe; il. by R. Mencl. N. Y., A. L. Chatterton Co., [1910.] c. 260 p. il. D. cl., 60 c.

**Redway, Jacques Wardlaw.** All around Asia. N. Y., Scribner, 1910. c. 14+313 p. il. por. maps, 12°, (Redway's geographical readers.) 60 c.

**Reynolds, Mrs. L:** Baillie, [formerly Gertrude M. Robins.] Out of the night. N. Y., Doran, [1910.] c. 390 p. D. cl., \$1.20 net.  
A story of English country life. The heroine, Vernon Wilmot, suddenly arrives in England from Vancouver, and loses her way at night while looking for her aunt in a remote country district. She stumbles upon a house, where her aunt's nephew is with a neighbor's wife. This chance meeting and the knowledge of the intrigue it gives to Vernon plays an important part in her life in the country. After misunderstandings, which involve an inheritance, an adventure and the people of a quiet countryside, the heroine reaches happiness and the tangle is straightened out.

**Roberts, G: Evan, and Sprague, Oliver Mitchell Wentworth.** A central bank of issue. N. Y., Bankers Pub. Co., 1910. c. 39 p. 24°, (Bankers handy ser.) 50 c.  
"These two papers appeared originally in the New York Journal of Commerce and Commercial Bulletin."—*Introd.*

**Roosevelt, Capt. Wyn.** The frontier boys in the saddle; il. by R. Mencl. N. Y., A. L. Chatterton Co., [1910.] c. 260 p. il. D. cl., 60 c.

**Ruger, H: Alford.** The psychology of efficiency; an experimental study of the processes involved in the solution of mechanical puzzles and in the acquisition of skill in their manipulation. N. Y., Science Press, [1910.] 88 p. Q. (Archives of psychology; ed. by Prof. R. S. Woodworth.) pap.  
"The present study is an attempt, under simplified conditions and with special emphasis upon motor type of process, to analyze human methods of meeting relatively novel situations and of reducing their control to acts of skill."—*Introd.* The means employed was to give the subject of the experiment a mechanical puzzle to solve, and note the time taken in the solution the first and succeeding times. References in footnotes.

**Scantlebury, Eliz. Ellis.** Homes of the world's babies; il. with paper cuttings in silhouette. Chic., A. Flanagan Co., [1910.] c. 60 p. obl. D. hf. cl., 50 c.  
Book is intended as help for busy teachers of lower primary grades in interesting their small pupils in the study of geography. Cut-out pictures of the homes of children of foreign countries, with stories about the little inhabitants make the book a combination of busy-work and geography.

**Schenck, Ferdinand Schureman.** Christian evidences and ethics. N. Y., Young Men's Christian Assoc., 1910. c. 7+176 p. il. 8°, 75 c.

**Scott, Sir Wa.** Sir Walter Scott's Quentin Durward; ed., with notes and an introd., by Mary E. Adams. N. Y., Longmans, Green, 1910. c. 22+549 p. map, D. (Longmans' English classics.) cl., 25 c. net.  
Editor is head of Department of English, Central High School, Cleveland, O.

**Shaffner, Lillyan.** Love and friendship. San Francisco, Elder, [1910.] c. 2+12 p. 8°, 25 c.

**Shakespeare, W:** Merry wives of Windsor, 1602; ed. by W. W. Greg. New ed. N. Y., Oxford Univ., [1910.] 100 p. 12°. (Tudor and Stuart lib.) \$1.75 net.

**Slattery, Marg.** The seed, the soil and the sower. Cleveland, O., F. M. Barton Co., 1910. c. 51 p. S. bds., 35 c. net.  
A little book of spiritual lessons, with practical applications drawn from the three sources of material growth. Other books by the same author: "Living teachers," "Charm of the impossible," etc.

**Smith, Alb. W:** The giant and other nonsense verse. Ithaca, N. Y., Andrus & Church, [1910.] c. 47 p. O. pap., 75 c.

**Smith, Emma A. F.** Historical sketch of Washington's headquarters; prepared under the auspices of the Washington Headquarters Association. Rev. ed. [N. Y., Emma F. Smith, 1910.] c. 19 p. pls. 8°, 25 c.

**Speer, Rob. Elliott.** Christianity and the nations. N. Y. and Chic., Revell, [1910.] c. 399 p. 8°, (Duff lectures, 1910.) \$2.

**Srygley, F. D.** The New Testament church; editorials which appeared in the *Gospel Advocate* from 1889 to 1900; comp. and ed. by F. B. Srygley. Nashville, Tenn., [F. B. Srygley,] 1910. 319 p. por. 12°, \$1.

**Stirling, Yates, jr.** A United States midshipman in the Philippines; il. by Ralph L.

Boyer, Phil., Penn Pub. Co., 1910. c. 382 p. pls. 12°, \$1.25.

**Sylvester, C:** Herbert. Journeys through Bookland. Library ed. In 10 v. Chic., Thompson Pub. Co., [New York agts., J. F. Taylor & Co., 18 East 17th St.] 1909, [1910.] c. il. 12°, cl., \$22.50; 3/4 mor., \$29.50.

**Talbot, Fannie Sprague.** Poems. Bost., Badger, 1910. c. 48 p. 12°, \$1.

**Tate, W:** Ramage. Criminal commercialism; the true story of the systematic frauds of a big corporation of interest to all and especially the clothing trade. N. Y., Nicoletti Bros., 1909, [1910.] c. 61 p. por. 12°, 50 c.

**Telfer, W:** A message for you. Louisville, Ky., Pentecostal Pub. Co., 1910. c. 319 p. front. por. 12°, \$1.

**Tennyson, Alfr., Lord.** Poems, 1830-1865; with introd. by T. Herbert Warren. New ed. N. Y., Oxford Univ. Press, [1910.] 600 p. 16°, (World's classics.) cl., 35 c.; leath., 65 c.

**Thames (The)** and its story from the Cotswolds to the Nore. New ed. In 2 v. N. Y., Cassell, [1910.] il. maps, \$1.50 net.

**Thomas, Jos. Dawson,** comp. and ed. The Osages; their names, allotment, numbers, ages and sex. [Pawhuska, Okla., Jos. D. Thomas,] 1909. [1910.] c. 80 p. O. pap., with maps, 50 c.

**Thoreau, H: D:** Thoreau's Walden; ed., with notes and introd., by Raymond MacDonald Alden. N. Y., Longmans, Green, 1910. c. 20+283 p. map, D. (Longmans' English classics.) cl., 25 c. net.  
Editor is associate professor of English, Leland Stanford Junior University, Palo Alto, Cal. Bibliography (1 p.).

**Trepoff, Ivan, pseud.** for G: Hatfield Dingley Gossip.] The forsaken; an argument in fiction for the morality of divorce. N. Y., Cochrane Pub. Co., 1910. 7+179 p. \$1.

**Varney, G: Leon, ed.** Favorite poems of famous people. Chic., Vaughan Pub. Co., 1910. c. 16+287 p. por. 12°, \$1.50.

**Victor, Ralph.** Comrades on river and lake. N. Y., A. L. Chatterton Co., [1910.] c. 260 p. il. D. cl., 60 c.

**Vries, Hugo de.** Intracellular pangenesis, including a paper on fertilization and hybridization; tr. from the German by C. Stuart Gager. Chic., Open Court, 1910. c. 13+270 p. 8°, \$3.

**Wallace, Wilfrid.** Sermons for the Christian year; with a preface by Dom Bede Camm. St. Louis, Herder, 1910. c. 12°, \$4.  
Contents: v. 1, Advent to Quinquagesima; v. 2, First Sunday in Lent to Whit Sunday; v. 3, Trinity Sunday to the 24th Sunday after Pentecost.

**Walsh, Ja. Jos., M.D.** Catholic churchman in science; second series; sketches of the lives of Catholic ecclesiastics who were among the great founders in science. Phil., Dolphin Press, 1909, [1910.] 11+228 p. pors. 12°, \$1 net.  
Contents: Introduction; Albertus Magnus: philosopher, theologian, scientist; John xxi: philosopher, physician, pope; Guy de Chauliac: father of modern surgery; Regiomontanus: astronomer and bishop; Clerical pioneers in electricity; The Jesuit astronomers.

**Warman, E: Barrett.** Indian club exercises. N. Y., Amer. Sports Pub. Co., [1910.] c. 71 p. il. por. 12°, (Spalding's athletic lib.) pap., 10 c.

**Willcocks, Mary Patricia.** The way up. N. Y., Lane, [1910.] c. 403 p. D. cl., \$1.50. Scene laid in the manufacturing district of Western England. A man full of plans of co-operation and the elevation of the workingman runs a model foundry with his wife's money. He becomes so absorbed in his schemes of model tenements, model recreation, model education that he neglects his pleasure-loving wife. She leaves him with the money he returns and leads her careless life until the death of their son makes them both begin to think. The characters are drawn with all the power of the author of "A man of genius" and "The wingless victory."

**Windsor, H. H., ed.** Mission furniture; how to make it. pt. 2. Chic., Popular Mechanics, [1910.] c. 118 p. il. S. (Popular Mechanics 25-cent handbook ser.) cl., 25 c. This book contains ample information in a clear, concise form for the amateur and others on how to make this popular kind of furniture.

**Wood, T. Martin.** Sargent; il. with 8 reproductions in colour. N. Y., Stokes, [1910.] 9+80 p. il. col. pors. 8°, (Masterpieces in colour.) bds., 65 c. net; leath., \$1.50 net.

**Woolman, Mrs. Mary Schenck.** The making of a trade school. Bost., Whitcomb & Barrows, 1910. c. '09. 3+101 p. D. pap., 50 c. net.  
The particular trade school dealt with is the Manhattan Trade School for Girls, New York, of which Mrs. Woolman is the director. She is also professor of domestic art, Teachers' College, Columbia University. The school was started in 1902 with 20 girls, but in a few months 100 pupils were enrolled, and now 500 are receiving instruction in dressmaking, hat making, novelty making, etc. Besides the trades taught, the girls, all of whom are of the working class, are given instruction in personal and household hygiene. They are fitted to enter factories, etc., as trained workers.

**Wray, J. E.: ed.** How to play shortstop. N. Y., Amer. Sports Pub. Co., [1910.] c. 7+36 p. il. por. 12°, (Spalding's athletic lib.) pap., 10 c.

**Wright, Chester Whitney.** Wool-growing and the tariff; a study in the economic history of the United States; awarded the David A. Wells prize for the year 1907-08. and published from the income of the David A. Wells fund. Bost., Houghton Mifflin, 1910. c. 9+362 p. diagrs., O. (Harvard economic studies.) cl., \$2 net.  
In the history of our tariff no other schedule has attracted so much attention or been the cause of more controversy than that relating to wool and woolens. In this volume, based upon years of research, the author has studied the wool-growing industry of the country in connection with the tariff duties on wool and woolens. The duties on wool are shown to be of little real importance in the growth of the industry. Incidentally the book also presents a history of the woolen manufacture, touches on many points in the history of American agriculture, and throws light upon a number of the broader problems in the economic history of the United States. Author is instructor in political economy in the University of Chicago.

# The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 2, 1910

The editor is not responsible for the views expressed in contributed articles or communications. Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the PUBLISHERS' WEEKLY, is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."*—LORD BACON.

## SMALL CROOKEDNESS IN RETAILING.

Good faith in retailing, a reputation for square dealing, is an invaluable asset—and it means quite a little more than mere honesty in dollars and cents.

There is a dishonesty of omission as well as commission. It is a trade custom to exchange defective books. It should be a trade custom, when selling defective goods as such to mark them as defective.

For instance, oftentimes lengthy sets lacking a single volume come into the remainder market. Thrown on the bargain counter they can be merchandized profitably at a fraction of their normal value. If special attention is not called to the defect, many purchasers, not enough bookwise to examine their set closely, will be misled. A case in point occurred recently under the writer's observation; and the dealer refused to take back the goods from the indignant purchaser on the ground that the set "was not advertised as complete," and that at the quoted price of ten cents on the dollar the purchaser "should have known something was wrong with it!"

Whatever else this procedure is, it is certainly exceedingly poor business.

A certain large New York department store recently took a lot of several hundred copies of a book of travel in which the index signature had been printed on one side only. The books had been bound up before the mistake was noticed and the publisher had jobbed out the lot. The book was a new one, being widely advertised and sold elsewhere at \$3, and at the 68 cents asked by the department store the defective copies were selling fast.

Now it is true that the book for the usual

general reader was a bargain at 68 cents: that the department store in so selling it, regardless of its bibliographical imperfection, was giving full value. Nevertheless, it was tacitly sold, not as defective, but complete; and deception is poor morals and poor business every time.

There's another business trick, not at all uncommon either, that comes very near the line—or over it. A bookseller finds himself at the end of a season with a lot of shopworn and left-over books—books with scratched cases or torn jackets—or other books, physically sound, which have proved to be "dead ones." He decides to bunch them all together—\$1.50, \$1.25, \$1 and 75 cents—and make a 50 cent "bargain" clean up. So far, so good: the books are what they pretend to be—shopworn books at a half or a third of their original price. Suppose, however, to give variety and lower his margin of loss on the lot, this same bookseller sprinkles in with them a liberal proportion of 50 cent rebinds, his profit on which will equalize his loss on the others, and sells them all together under that same sign—"Special Sale of Shopworn Books! 50 cents! Were \$1.50, \$1.25, \$1 and 75 cents!" Now that same sign, in a subtle but nevertheless unmistakable way, lies; and the bookseller who so sells rebinds is just so far crooked.

## REPORT OF ENGLISH AUTHORS COMMITTEE ON PRICE OF NOVELS.

LAST year a sub-committee of the English Society of Authors was appointed to take up, in conjunction with the Society's investigation of various publishing topics, the question of the retail selling price of novels. They endeavored to discover and summarize the attitude of both publishers and authors, especially the latter. At a time when the selling price of fiction is as variable as it is now in England, with a market flooded with 1 and 2 shilling novels, the report of this committee, on which sat, among others, Mrs. Belloc-Lowndes and E. W. Hornung, is of peculiar interest.

An *Interim Report* of this sub-committee was published as far back as January last. The final report appeared last month.

### INTERIM REPORT.

We, the sub-committee appointed to consider the question of the price at which new novels should be issued, think we ought to make an interim report, having regard to the serious nature of the present situation. We feel, also, that a conclusive and comprehensive report upon the matter can hardly be expected from us, remembering the variety of directions in which evidence must be sought, and the distinct understanding that we have received that the results of certain experiments in the change of price of new

novels which—experiments are now being conducted—will be given to us.

Our first step was to invite the opinion of seventy-eight novelists, almost all being members of our society, who were selected as far as possible because they seemed to us to represent varying degrees of position as men and women of letters and greatly different conditions of popularity. Further, we gave preference in our first letter of inquiry to those authors whose works we knew had been made the subject of some experiments in the lowering of the original price of issue. The result of that inquiry was that thirty authors declared themselves uncompromisingly opposed to any systematic reduction of the usual publishing price of the new novel, viz., 6s., believing that the reduction would bring to them, having regard to the reduced royalties offered, no return which would compensate them for the loss which they would sustain by not receiving the larger royalty upon the larger prices; seven authors believe the reverse of this, but their convictions were not expressed with any great force in all instances.

Of the remaining authors to whom we wrote, fourteen were non-committal in their statements, certain of them giving information in answer to our questions, but without expressing opinions and leaving us to make deductions from the facts; nine stated that they were unable to give useful information, and from the remainder we have not yet heard. Much of this unclassified evidence was informative to ourselves, and the deduction we have drawn from it is that it contains no definite arguments in favor of the lowering of the original price of the new novel from 6s. either for the benefit of the author, the publisher, the bookseller, or the public.

We propose to collect further evidence from novelists during the time that must elapse before we can report finally.

Our interim conclusion, that novelists would be unwise to allow themselves, or their agents for them, to enter into any contracts whereby it is agreed that the initial price of the new novel should be lower than 6s., is much strengthened by the replies which we have received from the list of publishers to whom we addressed a letter asking whether the circulation obtained for novels published originally at a lower price than 6s. would, in their opinion, result in a proportionate increase if the price were lowered. The basis on which we asked for information was a 6s. novel of the ordinary length of about 80,000 to 100,000 words with a circulation of at least 3000 copies; and, further, we asked if it would be practicable to pay an author royalties on a 2s., a 2s. 6d or a 3s. net book at so high a rate as on a 6s. book; and if it would be practicable to consider raising the original price in certain cases.

We desire to record our sense of the valuable and courteous manner in which our questions, necessarily of a searching nature, were responded to by the publishers.

Several publishers said that at the present moment they were not prepared to answer

definitely, while one, who may be mentioned by name, because his position has been made public by his own letter to *The Publishers' Circular*, viz., Mr. Heinemann, pointed out to us that he was at the present moment engaged in an important experiment in the alteration of the prices at which new novels should be issued, of the results of which he would be in a position to inform us in February. Other publishers who have issued new fiction at lower prices than 6s. have given us details showing that the experiments had failed.

The consensus of opinion from the publishers is to the effect:

(1) (a) that from 9000 copies at least, to 12,000 (the highest figure mentioned) must be sold at 2s. net;

(b) that 8000 must be sold at 2s. 6d. net; and

(c) that 6000 copies must be sold at 3s. net before the author would receive the amount equivalent to that which he usually receives on 3000 copies at 6s., i.e., 4s. 6d. net.

(2) That leaving exceptional cases out of count, it does not appear probable that the author's circulation would be proportionately enhanced by a reduction in the price of the original issue. On this point figures relating to particular cases have been submitted in proof of the opinion.

(3) That the same proportionate royalty could not be offered upon the lower prices. On this point the publishers are all very clear.

Regarding these publishers, as we do, as thoroughly cognizant of the business side of the publication of fiction in the present conditions, and as competent to guide us as to the probable result of modifications or developments of those conditions, we think that their opinions constitute a grave warning to authors who may be invited to issue new novels of the ordinary length at any price below 6s.

With regard to the issue of new novels in cloth binding at the initial price of 2s., we hope that this innovation is not likely to affect any large number of writers. Few publishers will make the attempt to produce a new work of fiction in such enormous quantities for a first edition as would be required to pay the author and recoup themselves. There can be no guarantee that the large prices which have been offered to authors as payment for serial rights and royalties in advance under this system will be maintained.

We have definite information that, with regard to the 7d. reprints, the publishers are already offering far smaller sums in advance than in the first instance; and that even in the cases of authors whose books have practically earned these advances they are not now willing to make new contracts on the old terms.

We possess a large amount of evidence from the booksellers upon the various questions involved, but this, which has only just reached us, requires sifting and classification.

We have received scattered information from several authors who have actually experienced the results of the issue of new

novels at prices lower than 6s. In every case the author has suffered.

Having, then, regard to the weight of opinion from those novelists whom we have consulted, to the responsible remarks of leading publishers, and to details which we have received of the actual experience of authors, we repeat the recommendation that the novelist should maintain the price of the original production of his works at 6s. There is no evidence that a low price means a large circulation.

#### ADDENDUM.

One of us, having particular knowledge of the business side of literature in France, wishes to point out that even in the days when the regular price of the new novel in France was fr. 3.50, all the leading French novelists, Daudet and Zola among them, greatly regretted the lowering of the standard price to that figure. France has since been flooded with new novels at 9½d., and the result has been most disastrous to French literature as well as to French authors. It has meant that the great mass of writers have now to produce novels that are short and sensational, and dependent for their popularity upon their violent appeal.

December 2nd, 1909.

#### FINAL REPORT OF THE SUB-COMMITTEE ON THE PRICE OF NOVELS.

We, the Sub-Committee appointed to consider the question of the price at which new novels should be issued, beg to submit our conclusions to the Committee.

In an interim report made to the Committee on December 6th, 1909, and published in *The Author*, in January, 1910, we explained that the collecting of evidence from the booksellers would take some time and that its result would require sifting and classification. We also alluded to the fact that we were promised the outcome of certain definite experiments in the change of price of new novels, which experiments were then being conducted; and we said that we would elicit further information from novelists. For these reasons it was necessary that there should be some delay before we could make a final report, but the serious nature of the situation appeared to us to warrant the laying before the Committee an interim opinion. We have now received the further information for which we were waiting, and are enabled to submit our conclusions.

We have collected since the issue of the interim report evidence from other novelists as to the advisability of an initial reduction of their prices from the usual figure of 6s. Twenty authors replied. Seventeen were opposed to reduction, two were indefinite, and one thought that he would benefit by the lowering of price. In the interim report the figures were thirty opposed to reduction and seven more or less in favor of it. Forty-seven, therefore, are opposed to reduction and eight in favor.

Through the courtesy of H. W. Keay, we have been placed in possession of the replies

of 243 booksellers to the four questions which he submitted to them. The questions have served to elicit valuable, if doubtful, expressions of opinion. The figures placed beside the questions indicate the views taken:

Questions.	Yes. No.
1. In your opinion would you obtain a larger sale for a new copyright novel of the ordinary length at 2s. or 3s. net than for one at 6s. subject?.....	149 72
2. If an author brings out a new copyright novel at 2s. or 3s. net, in your opinion would his sale of a subsequent novel at 6s. be liable to be prejudiced?..	156 56
3. Would the increase (if any) in the sales at a cheaper rate compensate for the smaller figure received per copy. In other words, would the larger circulation (if that is so) compensate for the reduction in price?.	111 84
4. Would you get sufficient return out of which to make a good living wage if the author reduced the prices of publications?..... .....	84 93

The booksellers, therefore, believe that a larger sale would be obtained for a new copyright novel of the ordinary length at 2s. or 3s. net than for one at 6s. subject to discount; that the issue of a new novel at the lower rate would damage the chances of an author desiring to return to 6s.; and that the bookselling trade would make as much or more under original issues at the lower prices. But the opinion is by no means unanimous, the minority replies being substantial in number. The fourth question was answered from such various points of view that we are justified in considering that the bookselling trade as a whole has no opinion. The conclusion most generally expressed was that for the selling of fiction to be a remunerative business to the bookseller it was necessary for him to be able to sell at a profit of at least 25 per cent., an important point to which further allusion will be made.

Mr. Heinemann has communicated to us the result of his interesting experiment in changing the price at which new novels should be issued. He was obviously unable to give us the exact figures in respect of each of the books without the permission of their authors, and it has not seemed to us either right or necessary to beg him to obtain the permission. We are satisfied that the want of success attending his interesting and enterprising plan of making the price of a new novel depend roughly upon its length is a most powerful argument against a general change from the hitherto accepted price of 6s. There were circumstances apart from its novelty which certainly fought against the plan, but these do not lead us to regard the result as anything but a warning to authors not to lower their price of issue. One author, on the other hand, whose book was

published at a higher price than 6s., but in two volumes, met with considerable success. The raised price was based on the length of the work, and the success was obtained in spite of the refusal of the libraries to supply it. We wish to record our sense of Mr. Heinemann's courtesy in giving us all the assistance that he could, while he respected the confidential nature of the relations with his clients.

Our conclusions, it will be seen, are so close a confirmation of the interim report that we have thought it advisable to publish the two reports together.

#### *Conclusions.*

We find that novelists would be unwise to allow themselves, or their agents for them, to enter into any contract whereby it is agreed that the initial price of the new novel should be lower than 6s.

There is no evidence from authors or publishers that the lowering of the initial price leads to any substantial increase in circulation; while there is evidence that in certain circumstances the opposite has occurred. The opinion of the booksellers on the question is too inconclusive to alter our view. The majority of the booksellers believe that the lowering of the original price would lead to a larger sale, but if their profit is to come by an improvement of their terms with the publishers, as appears to be their suggestion, the author will have difficulty in maintaining his royalties at their proper figure. The booksellers' evidence confirms our previous view that where authors lower the original prices of their novels they will not be offered the same proportionate royalties as they have hitherto received.

We strongly advise authors to maintain 6s. as the standard price of issue of new fiction save in special cases.

We feel that these conclusions need be in no way modified by the temporary success of any publishing scheme where far lower prices of issue are employed. In one prominent venture of this sort the large prices which are understood to have been obtained, are what might have been expected from the status of many of the authors.

We suggest that a certain deterioration in the outward aspect of novels, the cheaper paper and the catch-penny cover, often insecurely sewn, is partly responsible for the cry for cheaper books. If the 6s. novel, quite apart from its merits as a novel, looked better value for 6s., and were in fact better "turned out" than it is possible to turn out a 2s. novel, we are of opinion that it would be distinctly easier to maintain the higher price.

M. A. BELLOC-LOWNDES.  
CHARLES GARVICE.  
E. W. HORNUNG.  
W. W. JACOBS.  
S. SQUIRE SPRIGGE.

"It is highly profitable to correct mistakes. If you resolve to do so, the care you exercise in avoiding them will give you a less number to correct."

#### A WORLD CENSUS OF INCUNABULA.

In a recent issue of *Modern Language Notes* George C. Keidel, of Johns Hopkins University, proposes a world census of incunabula, and gives some interesting notes regarding our present knowledge.

The most usual bibliographic query is the number of titles, or rather editions, of incunabula. The correlative question, the number of copies extant, has received less attention. Most of the attempts to list incunabula go back to the monumental work of Ludwig Hain, whose *Repertorium Bibliographicum*, published 1826-38, lists 16,311 editions. Dr. Copinger, in his *Supplement* to Hain, 1895-1902, added 6832 titles; and Dr. Reichling, since 1902, has published four *Appendices* with 1,427 more, making a total to date of 24,570.

Such authorities as Mr. G. K. Fortescue, Keeper of Printed Books at the British Museum, and Mr. R. Q. Peddie, who has published the letters A-E (7128 entries) of a new conspectus of incunabula, estimate the total number at fully 30,000. Without a doubt of many fifteenth century books not a single copy is now extant, since we have now hundreds of cases of the survival of apparently unique copies.

To estimate the number of copies of incunabula extant is more difficult and there is less data on which to base conclusions. *Minerva*, Trübner's well-known year-book, gives the following figures:

	No. of libraries included.	No. of copies of incunabula.
Germany	52	65,943
Italy	43	35,297
Austria	29	36,920
France	118	18,861
Spain	8	4,679

These figures are, however, admittedly inadequate. The tentative estimate of Mr. Keidel for his world census is as follows:

Countries.	Estimates.
Germany	140,000
Italy	90,000
Austria	85,000
England	75,000
France	70,000
Spain	50,000
Russia	40,000
America	20,000
Switzerland	10,000
Belgium	10,000
Holland	10,000
Denmark	5,000
Portugal	5,000
Sweden	5,000
English Colonies	10,000
Other Countries	25,000
Grand total	650,000

#### DODD, MEAD & CO. SELL RETAIL BUSINESS.

DODD, MEAD & COMPANY have sold their retail stock and good-will to Robert H. Dodd and Luther S. Livingston, under whom the retail department of the firm has been carried on for many years. They will hereafter conduct the rare book business, under the firm name of Dodd & Livingston, at the same address as heretofore, the Dodd-Mead building, Fourth Avenue and 30th Street, New York.

## NOTES ON AUTHORS.

ROBERT HICHENS has just returned to Rome from Eastern Sicily, and is now busy dramatizing "The Garden of Allah," which will be represented first in New York and by American actors. The play will be in three acts, the first showing the hotel at Beni-Mora, the second the garden, and the third several scenes in the desert. At the same time Mr. Hichens is working at a new novel, which will be brought out contemporaneously in America and England. It will have Italy and Rome as background.

A WELL known author who has recently left New York for his summer vacation is Louis Joseph Vance, author of "The Brass Bowl," "The Fortune Hunter," etc. Mr. Vance is at present in the quaint old seaport of Provincetown, Mass. He is a familiar figure about the waters of Cape Cod, where he has for many seasons indulged himself in his favorite pastime of sailing his catboat. There is no doubt either that he knows how to sail a boat, for an old salt who read "The Black Bag" very carefully remarked that the seamanship described in it was letter perfect. Many of the scenes of Mr. Vance's forthcoming novel, "No Man's Land," which is to appear in the fall, are laid along the shores and on the waters which he knows so well from his summer cruises.

## PERIODICAL NOTES.

BEGINNING with the August issue the recently deceased *Paris Modes* will be merged with *Every Woman's Magazine*.

*The Conquest Magazine*, published at Troy, N. Y., by Charles W. Hill, and edited by Harriet Bishop Waters, combines with the May issue the *Federal Bulletin*, heretofore the official organ of the General Federation of Women's Clubs.

THE CHAMBER OF COMMERCE, Watertown, N. Y., associated with the Light & Power Co., are negotiating with the Butterick Publishing Co. concerning the establishment of a paper mill in that city to be owned by the Butterick Company and to be operated solely to supply their magazine and pattern paper.

THE Canadians are alive to-day to the value of local magazines for "boom" purposes. *The Busy East* is the name of a new magazine just started in St. John for the exploitation of Canada's Maritime Provinces. It is edited by W. T. Guest and is published by the H. M. McAlpine Directory Company. *Westward Ho!*, which has been published in Vancouver for the last few years, has changed hands. The holdings of Charles McMillan, Percy F. Godenrath and A. W. Johnston in the magazine have been purchased by D. S. Ricker and his associates. The magazine will be considerably enlarged and improved and will be devoted to building up British Columbia.

WHEN it first appeared the *Columbian Magazine* was one of the saddest propositions from a magazine standpoint that ever

made its bow to the magazine buying public. If it makes many more as clever turns, however, as it did on its June cover it will come up out of the ruck in a hurry. Originally, in the cover painting, which was by Ernest Fuhr, Mr. Roosevelt was shown shaking hands with King Edward. Below appeared the word "Delighted!" Four or five thousand of the magazines had been printed and bound when news came of the king's death. These were destroyed and the rest of the cover stock was run through the presses again. "Delighted!" was crossed out and below in black type was printed Whittier's verse: "Of all sad words of tongue or pen, The saddest are these, 'It might have been.'" This clever getting out of a bad scrape has caught a good deal of notice for the *Columbian*.

## LITERARY AND TRADE NOTES.

EDEN PHILLPOTTS has a new novel running in *The Cornhill*, entitled "The Flint Heart: a Fairy Story."

UPTON SINCLAIR's latest novel, "Samuel the Seeker," issued here by his publishers, B. W. Dodge & Co., appears in England under the imprint of John Long.

GINN & COMPANY'S "What to do at Recess," by the Superintendent of the Pittsburgh Playground Association, breaks new ground in educational helps.

IT seems as if there should be a market here for the *Brazilian Year Book*, published by McCorquodale & Co., Ltd., 40 Coleman Street, London, whose *Mexican Year Book* is imported by Brentano's.

WILLIAM WATSON'S new volume of poems, "Sable and Purple," appeared last week in England under the imprint of Eveleigh Nash. The titular poem is a tribute to Edward VII. American publication is not yet announced.

WYCIL & COMPANY, New York, will have ready soon "Auction Bridge Up to Date," by W. Dalton, containing also the laws of auction bridge as framed by a joint committee of the Portland and Bath Clubs, making it an authority.

WILLIAM R. JENKINS CO. have just published "Don'ts in Bridge," the latest rules and penalties simplified and condensed. At the back of the book are a series of problems the solutions of which may be sent to the author. The book will be found of value to both the novice and the experienced player.

To meet the demand for missionary literature called out by the present revived interest in missionary endeavor, Thomas Whitaker, Inc., have reissued new popular editions of Bishop Walsh's "Heroes of the Mission Field" and "Modern Heroes of the Mission Field."

THE post-office authorities call attention to the fact that the transmission in the mails for Greece of letters or packets containing money is prohibited by the laws of that country, which also provide for the infliction of a

fine or penalty on the addressees of such letters or packets as may be sent in contravention of the law.

CHARLES B. STILWELL, Witherspoon Building, Philadelphia, has for sale a new popular planisphere, or movable map of the sky, which has some original devices to show the seasonal and nightly rotation of the stars beside giving their relative positions. The map, which is compiled by Dr. Walter M. Mitchel, has an index of stars, etc., directions for use, and sells for \$1.

INCLUDED among the seven peers created last week by King George of England was Harold Harmsworth, a brother of Lord Northcliffe. Harold Harmsworth, though less well known, is quite as wealthy as his better known brother and is considered the financial genius of the family, and also is practically the financial director of the Harmsworth publications.

THE CARNEGIE FOUNDATION FOR THE ADVANCE OF TEACHING is to issue a series of papers on professional schools in the United States. The first of these, by Abraham Flexner, "Medical Education in the United States and Canada," has just appeared. It covers 150 schools of every medical sect, gives the history of such education in America, information concerning courses of study, etc., and statistical data, arranged alphabetically by States.

THE C. M. CLARK PUBLISHING CO. announce the forthcoming publication of "Jack Frost Jingles," a book for children, by Erlaine Morgan, with illustrations by the author; "Hot Coals," by Edgar L. Vincent, an addition to the literature dealing with social conditions; and Mildred Corning Crean's new book, "A Daughter of To-day," the story of the struggle between an unscrupulous man of wealth and a brilliant and conscientious young lawyer for the love of a noble woman.

CHARITIES PUBLICATION COMMITTEE have made a beautiful publication of "Our Slavic Fellow Citizens," by Emily Greene Balch, who bases her work on first-hand inquiry, both in Europe and the United States, from New York to Colorado, unfortunately not reaching California. To the consequences of the emigration question she has given her special attention. The appendix gives a bibliography of 26 pages and an exhaustive index.

BENZIGER BROTHERS have issued the "History of the American College of the Roman Catholic Church of the United States, Rome, Italy, by the Rt. Rev. Henry A. Brann, D.D., of the class of 1862, rector of St. Agnes's Church, New York City. The fear of making a mistake or a misstatement made Dr. Brann delay the publication of his valuable work over eight years, and even now he invites criticism and promises to weigh it carefully.

GEORGE W. JACOBS & CO. will bring out this fall a biography of Napoleon, by ex-Mayor Charles F. Warwick, of Philadelphia, upon which he has been at work for some years.

It is a sequel to the volumes on Mirabeau, Danton and Robespierre and deals with the close of the French Revolution and the First Empire. The book will be illustrated by rare prints and original drawings belonging to Hon. William J. Latta, of Philadelphia, the latter having never before been seen outside of Mr. Latta's collection.

BERNARD SHAW is, on occasion, as characteristically original as ever. In declining a recent invitation to a luncheon in honor of Rodin, the sculptor, he said that his own immortality was already assured. "In every future encyclopedia you will find 'Bernard Shaw—subject of a bust by Rodin, otherwise unknown.'" Shaw concludes: "To entertain Rodin seems to me to be rather presumptuous. It is as if Adam after the seven days of creation had offered a snuffbox to the Almighty with the remark, 'My congratulations! It's quite nicely done!'"

A BIOGRAPHY of Alexander Agassiz is in course of preparation by his son, G. R. Agassiz, and he will be glad to receive copies of any letters written by his father or other material which may serve his purpose. An interesting series of letters from Alexander Agassiz to Mrs. Louis Agassiz, his mother, have disappeared of recent years and may have been destroyed, but if any are still extant Mr. Agassiz will be especially obliged to any one who may know of their existence or whereabouts, if such person would communicate with him.

MACMILLAN COMPANY'S books for this week are "American Government and Politics," by Charles A. Beard, associate professor of politics, Columbia University, intended as a textbook for college students; and "Wage-earning Women," by Annie Marion MacLean, professor of sociology in Adelphi College, Brooklyn, N. Y. The latter is issued in *The Citizens' Library*, and is the result of investigations in four hundred establishments employing 135,000 women in more than a score of cities from the Atlantic to the Pacific coasts of our country.

THOMAS NELSON & SONS have decided to publish the novels of Alexandre Dumas in fifteen volumes, and announce the "Three Musketeers" will be ready early in August. This will be followed by the publication of one novel at least once a month until the set is completed. It is worthy of note that Andrew Lang, the great authority on Alexandre Dumas, has written a general introduction for this edition. The universal praise which the *New Century Library* received wherever seen will be increased by the Dumas novels being made uniform with the other volumes in the *New Century Library*.

EDWIN C. MADDEN, former third assistant postmaster-general, was awarded \$5000 damages in his libel suit against William R. Hearst and the Star Publishing Company (the *New York American*) by a jury in the United States Circuit Court of New York last week. Mr. Madden had originally asked for \$100,000. The suit was based on an article in the *American* in March, 1907, which

charged various irregularities in office against Mr. Madden and others. Mr. Madden is at present connected with the Lewis Publishing Company, of University City, Mo., which concern is now trying to collect damages of \$1,500,000 from the government on account of the post-office having barred its publications from the mails several years ago.

G. P. PUTNAM'S Sons issue this week "The Future of Trade-unionism and Capitalism in a Democracy," by Charles W. Eliot, President Emeritus of Harvard University, in which he gives an accurate analysis of the paramount industrial question of the day and suggests what, in his opinion, is the solution. The book is made of the two lectures delivered by Dr. Eliot in 1909 at Kenyon College on the Lawill Foundation. Another book from this firm is by Felice Ferrero, a brother of Professor Guglielmo Ferrero, which is entitled "The Valley of Aosta." In it are gathered authoritative information regarding this valley in ancient, mediæval and modern times, with appreciative descriptions of its wonderful scenic beauty.

LONGMANS, GREEN & COMPANY, in "Twentieth Century Socialism," by Edmond Kelly, late lecturer on Municipal Government at Columbia University, have a clear statement from one who ardently believed in and supported the cause of the standing of Socialism to-day and the aims and methods of attaining these aims. Mr. Roosevelt's articles in *The Outlook* and his statements concerning Socialism are the special object of the author's explanations, as they voice what he considers widespread fallacies regarding socialistic doctrines. They also have ready "The Campaign of Trafalgar," by Julian S. Corbett, lecturer in history to the Royal Naval War College, in which is given an exhaustive account of the military and naval history of the famous campaign which has thrown such a halo of glory round the name of Nelson.

HENRY HOLT & COMPANY add another book to their *American Nature Series, Group IV., Working with Nature*. This is Helen R. Albee's "Hardy Plants for Cottage Gardens." Those who know the longing for growing, flowering plants will appreciate this very readable record, illustrated by photographs, of the author's success in assembling within a limited area the choice varieties of hardy shrubs, annuals and perennials, so arranged as to give a succession of bloom of pure color in each bed. Also this week they publish a new enlarged edition of Henry A. Beers's "The Ways of Yale in the Consulship of Plancus," a book which has already won favor for itself; and "Europe Since 1815," by Charles Downer Hazen, professor of history in Smith College. The latter gives a survey of European history since the downfall of Napoleon I. and the reconstruction which followed immediately upon the mighty conqueror's defeat. The same house has made arrangements with Logan G. McPherson, whose "Working of the Railroads" is now in its fourth, and his "Railroad Freight Rates" in its third edition, for a book on "Transportation in Europe," based on his re-

cent experiences there. The publication of certain papers on this subject in the New York *Sun* brought numerous requests for an entire book on it. The publishers are making the best haste possible and hope to have the new volume out in July, the advance demand for it being so large that they do not keep it over for fall issue, as is usual with books about that time of year.

#### BUSINESS NOTES.

AUSTIN, TEX.—The Gammel Publishing Company, of El Paso, has been sold to T. W. Ward, of El Paso. H. P. N. Gammel, its manager, has opened up Gammel's Book-store in Austin and has no longer any connection with the El Paso house. His business is to buy and sell and publish law books, as well as others.

NEW YORK CITY.—The De Potter Tours Co., Ltd., has been incorporated by J. P. Callender, G. C. Garraway and G. B. Merriam as a tourist agency and to publish pamphlets for travellers; capital, \$25,000.

NEW YORK CITY.—George W. Millar & Company, paper dealers, located on Duane Street for some twenty-one years, have leased space in a building which is to be erected at the southeast corner of Lafayette and Fourth Streets.

NEW YORK CITY.—The Scott Stamp & Coin Co. have moved from their old headquarters on 23d Street to a fine light store in the new building opposite the Colony Club in Madison Avenue, above 30th Street. Besides their standard annual stamp catalogue the company will continue the publication of philatelic and numismatic books.

OMAHA, NEB.—W. A. Hixenbaugh & Co., subscription book publishers, who have been doing business in the Ware Block since January 1, 1893, will move July 1, 1910, to a ground floor location at 1814 St. Mary's Avenue, where they will have much better facilities and office space for conducting their business.

ST. LOUIS, MO.—The Blackwell-Wielandy Book and Stationery Co. has taken over for a price estimated from \$350,000 to \$400,000 the well known John L. Boland Book and Stationery Co., whose place of business is at Sixteenth and Locust Streets. The two firms are among the largest and oldest in the West, and the combined business done by the firms amounts, it is estimated, to \$3,000,000. The aggregate capital of the two companies is about \$1,500,000. It is understood that the consolidated companies will retain the firm style of the Blackwell-Wielandy Co., and will occupy the quarters now held by the Boland Co., moving the stock and fixtures as soon as possible. A short time ago the Blackwell-Wielandy Co. leased half of the building occupied by them at 714 Washington Avenue, on which they had a 98 year lease. The company pays \$25,000 for the lease and the half sublet has been leased for \$25,000. It has now leased the other half for the same amount, \$25,000, making a profit of \$25,000 annually.

## PICK-UPS.

## SOME RULES FOR AUTHORS.

A WRITER to the New York *Sun* gives the following "Inside Hints on the Treatment of Publishers":

You have lent your columns to many an aspiring and disappointed author. Grant the same courtesy to an emissary from the opposing camp who seeks only to remove misapprehension and thus lead to peaceful unity. Allow me to formulate a few rules for authors from the experience of some years in the publishing business.

If your manuscript is declined, write at once to the publisher and tell him that you know that it wasn't read. Maybe it wasn't; one whiff of a bad egg goes a long way. Tell him also that you know that the real reason why the manuscript wasn't accepted was because you hadn't a "pull." This will show him that you know all the ins and outs of the publishing business, and the next time you submit a manuscript he will give it more consideration.

If your manuscript is accepted, touch the publisher at once for \$500 advance royalties. He is sure of making immense sums out of your book, and you might as well have the money when you want it. If you get the advance, be sure when you get your statement a few months later to be indignant because the advance is deducted from your profits. Tell the publisher you forgot having drawn it and he will be only too glad to make it up out of his own pocket.

While your book is in process of manufacture try to be helpful to the publisher. Go to see him every day and spend several hours each time telling him how to do it. Tell him about an "awfully attractive" cover you once saw—give him any little hints you can. Keep in mind all the time that he is inexperienced in such matters and that your book is the only book he has ever published, is publishing or is going to publish. Tell him how "awfully attractive" other publishers' books are, especially those of Jones, his hated rival. As he has planned to sell your book at \$1.50, insist on having it made up like Jones's *Grolier Series*, which sells at \$12 a volume.

Tell the publisher what you think about the proofreader, his nasty way of asking red ink questions and his stupid habit of messing up the proof with a lot of ugly little marks that can't possibly mean anything. The proofreader is only a malignant lunatic that the publisher hires with the sole purpose of annoying you, so when he asks a question or makes a suggestion your only proper course is to ignore him. Or if you decide to pay any attention to him don't do it till you get your foundry proof; this will teach him his proper place and make things pleasanter all around.

When your book is published come in at once and let the publisher know how disappointed you are in it. He intended of course to make an ugly book; in fact, he tried hard to do it—why not give him the satisfaction of knowing that he has succeeded?

Insist on having at least 200 free copies to send to your friends. This will please the publisher, who brought out the book only that you might get square in your Christmas shopping.

If the book doesn't sell, explain why to all your friends. Be sure to tell them that the publisher didn't know his business, did not know how to advertise, didn't "push" the book. Remember that your book is the only, etc. You must also keep well in mind the fact that the one thing the publisher doesn't want to do is to sell books. He is in the publishing business by the advice of his physician, to have the pleasure of making the acquaintance of just such persons as yourself, or that he may know the fearful joy of hoarding up in the stock room heavy rows of nice new books.

If your book by chance, or rather on its own surpassing merits, does succeed and a rival publisher asks you for your next manuscript, by all means give it to him. The first fellow has no doubt made enormous profits off your first book, and has certainly had all the gambler's joy at an unknown hazard. Besides he has had the pleasure of meeting and knowing you, and that was all he wanted. It was also probably all he got.

## CATALOGUES OF NEW AND SECOND-HAND BOOKS.

*Joseph Baer & Co.*, Hochstrasse 6, Frankfurt (A.M.), Antiquariats-Katalogs, History, geography and natural history of Obersachsen. (No. 580, 2574 titles.)

*American Book and Printing Co.*, Avenue San Francisco, No. 25, Mexico, Second-hand books chiefly about Mexico. (9th catalogue, 4252 titles.)

*F. A. Brockhaus*, 16 Querstrasse, Leipzig, Monthly list of new publications of all literatures. (No. 5, 402 titles.)

*F. C. Carter*, 13 Campsbourne Road, Hornsey, London, India and the East. (No. 22, 389 titles.)

*Dixie Book Shop*, 41 Liberty St., New York City, Choice literature, miscellaneous catalog. (No. 8, 24 p.)

*Bertram Dobell*, 54 and 77, Charing Cross Rd., London, Miscellaneous, cricket and Latin books, library of Lionel Brough. (No. 185, 1056 titles.)

*Harvard Co-operative Society*, Book Department, Lyceum Hall, Cambridge, Mass., De luxe editions from the Subscription Publishers' Clearing House, World's best literature. (42 p.)

*Karl W. Hiersemann*, 3 Königstrasse, Leipzig, Periodica: periodicals, transactions and publications of scientific learned societies. (No. 369, 1119 titles.)—Americana et Hispanica variora: collection relating to Central and South America, the Philippine Islands, Spain and Portugal. (No. 371, 322 titles.)—Painting, sculpture, copper-plate and wood-engraving. (No. 376, 1436 titles.)—Oriental art. (No. 377, 519 titles.)—Mexico: history, geography, Emperor Maximilian. (No. 378, 609 titles.)

## Books Wanted

Under this head booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from non-subscribers, cost 10 cents a line. Objectionable books are excluded so far as they are noticed.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm-name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withdrawing their use from irresponsible advertisers, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

**Alison's Old Book Shoppe, 805 Poydras St., New Orleans, La.**  
Old Louisiana Books.

**Arthur M. Allen, 454 Fulton St., Troy, N. Y.**  
Atlas of Rensselaer County, N. Y.  
Index to vol. 14 of *Travel Magazine*.  
Human Intercourse, Hamerton.

**American News Co., 11 Park Place, N. Y.**  
Key to the Hebrew Egyptian Mystery in the Source of Measure, by Ralston Skinner. Cincinnati.

**Americus Book Co., Americus, Ga.**  
Avery's History of Ga.  
Biographies of A. H. Stephens, W. L. Yancey and J. E. Brown.  
Brewer's History of Alabama.

**C. J. Anderson, Box 26, Plankinton, So. Dak.**  
*Sagebrush Philosophy*, Jan., Feb., April, July, Dec., 1904.

**Antique Book Store, Toledo, O.**  
Britannica, 9th ed., vols. C. S. S.  
Arabian Nights, unexpurgated ch. ed.

**The Antlers Book Shop, 322 Royal St., New Orleans, La.**  
Knight, Phallic Worship.  
Howard, Sex Worship.

**Bailey & Sackett, Syracuse, N. Y.**  
Century Atlas.  
Fortunes of Christina McNab, by S. Macnaughton.

**Wm M. Bain, 1213 Market St., Phila., Pa.**  
Goldoni's Comedies, introduction by Zimmern.  
Skin and Its Troubles. D. Appleton.  
Tucker's Mother, Baby and Nursery.  
Townsend, Katy of Catoctin.  
Electricity and Magnetism.  
Electrodynamics. Inter. Library Technology.  
Comey's Dictionary of Chemical Solubilities.

**Baker & Taylor Co., 33 E. 17th St., N. Y.**  
United States Catalogue of Books, 1902-'05.

**H. C. Barnhart, 49 W. Market St., York, Pa.**  
[Cash]  
Unwin's Machine Design, 2 vols.

**C. H. Barr, Lancaster, Pa.**  
Life of John Peter Muhlenberg. Cary & Hart, Phila., 1849.  
F. C. Crocket, Fairy Legends of South of Ireland.  
Tinted Venus, Guthrie. Harpers.  
American People, Van Skel.

**J. E. Barr & Co., 1124 Walnut St., Phila., Pa.**  
Riding and Breaking, with Military Commentaries by James Fillis, 2 copies.

**Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis, Ind.**  
E. S. Walker, Both Sides of the Street.  
Social Progress, 1906 ed.  
Hale, J. S., Record of Woman.  
Edward Eggleston, Duffels.  
Edward Eggleston, Father Doctor.  
Simms, The Swamp Fox.

**Bonnell, Silver & Co., 48 W. 22d St., N. Y.**  
Irish Literature, 10 vols. Pub. by Morris, Phila.  
**Book Collectors Club, 406 Bailey Bldg., Seattle, Wash.**

Ranke, Universal History.  
Catullus, trans. by Theo. Martin.  
Asplund, Universal Baptist Register. Boston, 1794, only.

Life of Count Rumford.  
Casanova, 12 vols.  
Trollope, Life of Cicero, 2 vols.  
Ovid, trans. by Dryden.  
Livy, History of Rome, trans. by Baker.  
Duncker, History of Antiquity, 6 vols.  
Johnson, The Religion of Persia.  
Sabin, Books Relating to America, complete.  
Atlas of Vancouver, folio, French ed.  
Atlas of Vancouver, folio. London, 1798.  
Vancouver, 1798, 3 vols., 4to, and atlas.  
Palfrey's New England, 5 vols., large paper.  
Any Hall J. Kelley Oregon items.  
Kane, Wanderings of an Artist in B. C.  
Brugsch, Egypt Under the Pharaohs.  
Cox, Mythology of the Aryan Nations.  
Sophocles, trans. by Phillimore.

### Book Exchange, Toledo, O.

3 copies of *Collier's Irrational Weekly*.  
Symons, Great Acting in English, pamphlet.  
Symons, Introduction to Browning. '96 and '94.  
Symons, Cleopatra in Judea, Play.  
Hewlett, Spanish Jade, best ed. Cassell.

**C. L. Bowman & Co., 225 Fifth Ave., N. Y.**  
Lewes, History of Philosophy, 2 vols.

### Box 100, Archbald, Pa.

*Penna. Magazine of History*, 1909.  
Johnsoniana, G. Birkbeck Hill.

### Box 116, Water Mill, L. I., N. Y.

*New York Leader*, 1850-1860.  
Thormanby, Kings of the Hunting Field.  
Thormanby, By-Ways of Sport, 1901-2(?)

**Brentano's, 5th Ave and 27th St., N. Y.**  
Beyond the Breakers, and Footfalls on the Boundary of Another World, by Owen.

**Brentano's, 1228 F St., N. W., Washington, D. C.**  
50 Wilkeson, Recollections of a Private.  
Hinkson, Louise de la Valliere.  
Masson, Little Masterpieces of Wit and Humor, 6 v.

**Bridgman & Lyman, 108 Main St., Northampton, Mass.**  
Asa Gray's Letters, 2 vol. ed., by his wife.

**Albert Britnell, Toronto, Canada. [Cash]**  
The Caliphates, by Sir W. Muir. Scribner, N. Y., or Smith, Elder & Co., London.  
Williamson's Catalogue of a Collection of Books, Letters, and MSS. of Walt Whitman.  
Johnston's Diary Notes of a Visit to Walt Whitman. Manchester, 1898.  
Any early Walt Whitman items.  
Sinnett, A. P., Incidents in Life of Madame Blavatsky.  
Olcott, H. S., Old Diary Leaves, vol. 2.

**Brooklyn Institute Museum Library, Eastern Parkway, Brooklyn, N. Y.**  
Smithsonian Institution Publication 194, Land and Fresh Water Shells, pt. 1.

**Bryant & Douglas Book and Stationery Co., 928 Grand Ave., Kansas City, Mo.**  
Guesses at Riddle of Existence, by Goldwin Smith.  
Balou, Edge Tools of Speech.

**Callaghan & Co., Chicago, Ill.**  
Clark's Early Roman Law.

**W. J. Campbell, 1623 Chestnut St., Phila., Pa.**  
Roosevelt and His Republic.  
Records of Court of New Castle Co.  
Die Karikatur der europaischen Volker. vom Jahre 1848 bis zur Gegenwart.  
Newsam Portrait of Miss Sigoigne.  
Aitken Imprints.  
West New Jersey Surveyors' Association Book.

**Campion & Co., 1316 Walnut St., Phila., Pa.**  
Ebers, Subscription ed. Appleton & Co.

## BOOKS WANTED.—Continued.

**Carnegie Public Library, East Liverpool, O.**  
[Cash.]  
Dalzell's Private Life of John Gray.  
**C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.**  
Edwards, Dictionary of Thought.  
Sanders, Green Primer, old ed.  
**W. L. Chambers, 1226 11th St., Santa Monica, Cal.**  
Odd vols. by J. J. Audubon.  
Coues, Elliott, Birds of Fort Whipple.  
Lewis and Clark, ed. by Elliott Coues.  
**Champlain Book Shop, 42 Mountain Hill, Quebec, Can.**  
Wylie, Rev. J. A., The Papacy.  
Doughty, Siege of Quebec, 6 vols.  
Garneau, Histoire du Canada.  
Canadian West, anything.  
Dealers' catalogues.

**Chicago Medical Book Co., Chicago, Ill.**  
Pratt's Official Surgery.

**The A. H. Clark Co., Caxton Bldg., Cleveland, O.**  
Caswell, The Western World Revisited.  
Knox, Campfire and Cottonfield.  
My Cave Life in Vicksburg.  
M'Afee, History of the Late War. 1816.  
Ouida's Pascarel.

**A. S. Clark, 218 Washington St., Peekskill, N. Y.**  
Perfect volumes, bound or unbound, *New York Ledger*, early and late.  
Cobb's Ramapo, N. Y.  
Freeman's Haverstraw, N. Y.  
Gay's Stony Point, N. Y.  
Archives of Rockland Co. Hist. Soc'y, N. Y.  
Cole's Rockland Co., N. Y.  
Green's Hist. of Rockland Co., N. Y.

**W. B. Clarke Co., 26 Tremont St., Boston, Mass.**  
In Exile Israel.  
Church Catechism, by Allen.

**Geo. H. Colby & Co., 22 Main St., Lancaster, N. H.**  
Milestones.  
Stickmen.  
Crown of Jewels.  
Quote prices delivered.

**Colesworthy's Book Store, 66 Cornhill, Boston, Mass.**  
Tombs of the Popes, Gregorius, trans. Mrs. Perry.  
Bright Jewels, Sacred Song Book.  
Knitting of the Soul, Maud Clarke Gay.  
First Maine Cavalry.  
Caesar's Column, Donnelly.

**Connor's Book Store, 232 Meridian St., E. Boston, Mass.**  
St. Thomas Aquina's Works, in English.  
Battle of the Giants. 1875.  
Bossuet, Variations.  
Creighton's Papacy.  
Babylonian Talmud.

**W. Y. Foote Co., University Block, Syracuse, N. Y.**  
Advice to Singers, by J. Crowest and Frederick Warne.

**Franklin Bookshop, (S. N. Rhoads,) 920 Walnut St., Phila., Pa.**  
Cassin's Birds of Cal. and Texas Plates, nos. 15, 21, 22, 32.  
Audubon's 8vo Plates, Birds of America, nos. 1, 40, 73, 118, 283, 284, 346, 488, 490, 491, or odd vols.  
*Insect Life*, set or vols.; vol. 7, no. 4.  
Coues's Birds of Colorado Volcy.  
Richardson's Fauna Boreali Americana.  
Field's Indian Bibliography.  
Gummere, Friends in Burlington, N. J. 1884.  
*Insect Life*, nos. 4, 5 of vols. 6 and 7.

**J. K. Gill Co., Portland, Ore.**  
Dorcas, Daughter of Faustina.  
Arius the Libyan, by N. C. Kouns.

**Ginn & Co., 70 5th Ave., N. Y.**  
Price and discount on new or second-hand copy of 6th ed. of Americans of Royal Descent.  
Price and discount on new or second-hand copy of Vincent's Dictionary of Biography, an ed. later than 1877.

**Goldsmith Bros., 26 E. Baltimore St., Baltimore, Md.**  
Other Things Being Equal, by Emma Wolf.  
**Goodpasture Book Co., 418 Church St., Nashville, Tenn.**  
Republic of Republics, author not known.  
Renan's History of the Jews, 6 vols.  
McKnight, On the Epistles.

**T. S. Gray Co., 104 Wisconsin St., Milwaukee, Wis.**  
Sir Francis Head's Narrative Canada, etc. London, 1839.  
Drake's Tecumseh, etc. Cincinnati, 1856.  
**Martin I. J. Griffin, 1935 N. 11th St., Phila., Pa.**  
Life and Times of Dr. Doyle, vol. 1. Boston, 1862.  
Carolina Cabinet, St. Louis, vols. 1 and 3.  
Reed's American Eloquence.  
U. S. eds. of Book of Common Prayer.

**Harvard Co-operative Society, Cambridge, Mass.**  
Hall, Bibliog. of Education.  
Patterson, Our Strong Men (Roosevelt).  
Whewell, Hist. Inductive Sciences.

**Hinds & Noble, 31-35 W. 15th St., N. Y.**  
Price's Calculus, vols. 1 and 2, new or second-hand.

**Hirschfeld Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.**  
Transactions of the American Orthopedic Assoc., vols. 4 and 5.

**Holmes Book Co., 1158 Market St., San Francisco, Cal.**  
The Bohemian Church in America, Father Houst. St. Louis.  
Fifty Years on the Miss. Gould, St. Louis.  
The Epicurean Cook Book, 5 copies.  
Pomeroy's Municipal Law.  
*Overland Monthly*, back of 1890.

**Howard Memorial Library, New Orleans, La.**  
Memorials of Bartram and Marshall. Philadelphia, 1849.  
Pioneers of Science in America. N. Y., 1895.  
Simpson, Life of Eminent Philadelphian. 1859.

**The Hub Magazine Co., 110 Tremont St., Boston.**  
Arena, Jan., 1904.  
Technical World, April, 1904.  
Review of Review, Aug., 1891.

**Humphrey's Book Store, 21 Bromfield St., Boston.**  
Audubon's Birds. 8vo, part no. 46, 1840-'44.  
Ridgeway and Forbes's Ornith. of Illinois, vol. 2, cl.  
Thomas, History of Printing, vol. 2.

**Hunter & Co., Richmond, Va.**  
Early Baptist Association Minutes, Ketockton, Va.  
Early Baptist Association Minutes, Ebenezer, Va.

**Hunter & Freeman, Belton, Tex.**  
Flush Times in Alabama, by J. G. Baldwin.  
Graham's Life of General Daniel Morgan, of the Virginia Line.  
McConkey's The Hero of the Cowpens.  
Texan Expedition Against Mier, by Thos. J. Green.

**H. R. Hunting Co., Besse Pl., Springfield, Mass.**  
Morgan Horse.  
Dickinson Genealogy.

**A. J. Huston, Rockland, Me.**  
Sullivan's History of District of Maine.  
Public Laws of Maine, 1827, '28, '29, '30.  
Atlas of Greenleaf's Survey, 1829.  
Atlas to Accompany Jackson's Geological Report of 1837.  
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*Nature*, vol. 79, nos. 1952, 1959 and title-page.  
*Popular Astronomy*, vol. 12, nos. 3, 10; vol. 13, no. 8; vol. 15, no. 3.  
*Psychological Review*, vol. 16, no. 4.  
*Zeit. f. anal. chemie*, vol. 44, n. 12.

**Little, Brown & Co., 34 Beacon St., Boston.**  
*Harvard Graduates' Magazine*, Sept., 1902.

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Jackson, Lady Works, Page ed.

Veitch, Greek Verbs. 1887.

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*Southern Literary Messenger*, 1834-'64.

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Kansas City Review, April, 1883.

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